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The Van Wert Wholesale Peony and Iris Gardens

DAN WERT, OHIO

BULLETIN NUMBER 12.

LEE R. BONNEDITZ, Proprietor
LEE A. SHIMER, Business Manager
C. D. PENNELL, Field Superintendent

"WE'RE GLAD TO SHARE THE NEWS WITH YOU !"

The manufacturer, who received the quotations on the list of Peonies mailed out with our last week's Bulletin, has worked up a "RECAP" of all the offers. We found this summary sheet so interesting that we immediately asked his permission to mail a copy of the report with this week's Bulletin. He consented, and we are glad to share this data with other growers as we consider the information very valuable. Look over the report and see if these figures are not as interesting as a continued story.

A study of the report proves one thing. The new and better Peonies are very, very scarce, and every grower will do well to watch his prices another season, and right now each one of us should make as good a planting as possible of every salable variety in this group of Peonies. On our own list this season, both wholesale and retail, some varieties were priced much too low, and the information gleaned from this summary, combined with the data from our order record, will help us arrive at a fair commercial price on these varieties for next year. In this connection, if we find that other growers are interested and will cooperate with us, we will be glad to prepare and distribute a summary of this year's business showing just what percentage of the total sales was obtained from each variety listed. Of course, such a report would not be very valuable unless a representative group of growers would cooperate in working up the necessary data for the summary. What do you think of the suggestion?

We wish similar figures were available for Irises. It would be a great help to every commercial grower if he could gain some idea of the available stock of each of the better Irises, and their average commercial value. He would then be in a position to arrive at a fair listing price on the Irises he had to offer. We realize that no combination, or group of growers, has a right to determine and fix prices on any commodity, but yet we believe it is entirely legitimate and to the interest of the commercial field in general, to collect the necessary data to enable each grower to know what available stock exists to meet the demand, and thus arrive at a fair commercial value of each variety he has to offer for sale. Let us have your ideas along this line. It seems to us that the working out of such a plan would make a good fall and winter pastime that would bring good returns to all growers who wish to view the present situation in a broad-minded business like way.

THE VAN WERT WHOLESALE PEONY
AND IRIS GARDENS.

P.S. - Note the summary report attached.

Our Specials will fit nicely in your next Catalog. Write for our Suggestions.

Quantity
Growers
of the
World's
Best
Peonies
and
Irises
for
Commercial
Growers,
Dealers,
Nurserymen
and
Landscape
Architects
of
Reliable
Stock
Reasonably
Priced



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SUMMARY OF QUOTATIONS RECEIVED ON LIST
MAILED WITH OUR BULLETIN NUMBER 11.

Variety	Number Quotations Received	Number Divisions offered	Q U O T A T I O N S		
			High	Low	Average.
Addelanchea - - - - -	5	54	\$ 20.00	\$ 5.00	\$ 11.40
Alice Harding - - - - -	2	4	100.00	75.00	87.50
Amanosode - - - - -	2	12	8.50	5.00	6.75
A. P. Saunders - - - - -	3	10	12.00	9.00	10.33
Auguste Dessert - - - - -	6	46	7.00	4.00	5.33
Ball O' Cotton - - - - -	4	8	12.00	7.50	9.45
Cherry Hill - - - - -	6	36	10.00	3.00	5.25
Cornelia Shaylor - - - - -	4	15	30.00	10.00	16.50
David Harum - - - - -	1	1	5.00	5.00	5.00
Doris - - - - -	1	6	10.00	8.33	9.16
E. C. Shaw - - - - -	3	5	20.00	12.00	15.66
E. J. Shaylor - - - - -	4	17	12.00	7.50	10.12
Eunice Shaylor - - - - -	2	7	10.00	8.33	9.16
Florence McBeth - - - - -	1	1	18.00	18.00	18.00
Floweret of Eden - - - - -	0	0	-----	-----	-----
Frankie Curtis - - - - -	2	5	50.00	25.00	37.50
Fuyajo - - - - -	4	15	12.00	5.00	10.37
Grace Loomis - - - - -	7	18	18.00	8.00	13.14
Helen - - - - -	1	6	10.00	8.33	9.16
Isani Gidui - - - - -	4	17	20.00	6.00	10.50
James R. Mann - - - - -	1	1	15.00	15.00	15.00
Jeannot - - - - -	9	44	15.00	7.00	9.94
John M. Good - - - - -	2	2	48.00	20.00	34.00
June Day - - - - -	2	2	15.00	12.00	13.50
Katherine Havemeyer - - - - -	3	5	18.00	12.00	15.83
Kelway's Glorious - - - - -	11	61	20.00	10.00	13.90
Kelway's Queen (true) - - - - -	3	4	12.00	8.00	10.00
King of England - - - - -	3	12	3.00	4.50	3.62
La Fee - - - - -	2	12	12.00	5.00	8.50
Laura Dessert - - - - -	9	34	8.00	4.00	6.11
Le Cygne - - - - -	15	92	10.00	5.00	7.93
Le Jour - - - - -	1	3	3.00	3.00	3.00
Lillian Gumm - - - - -	3	28	10.00	4.50	7.16
Longfellow - - - - -	13	104	5.00	2.75	3.50
Luella Shaylor - - - - -	3	7	10.00	7.50	9.16
Luetta Pfeiffer - - - - -	5	52	12.50	6.00	7.50
Mabel L. Franklin - - - - -	3	12	12.00	4.00	7.66
Martha Bulloch - - - - -	8	35	15.00	4.80	7.78
Mary Woodbury Shaylor - - - - -	10	40	15.00	5.00	9.20
Matilde Lewis - - - - -	0	0	-----	-----	-----
Milton Hill - - - - -	3	9	3.00	2.00	2.87
Miss Salway (true) - - - - -	4	24	10.00	2.50	5.00

(Summary of List completed on page two)
The Van Wert Wholesale Peony and Iris Gardens
Van Wert, Ohio.

S.No.	Sl. No.	Sl. No.	Sl. No.	Sl. No.	Sl. No.	Sl. No.	Sl. No.	Sl. No.
1. The Government of India, Ministry of Education, New Delhi, has issued the following orders:-	2. The Government of India, Ministry of Education, New Delhi, has issued the following orders:-	3. The Government of India, Ministry of Education, New Delhi, has issued the following orders:-	4. The Government of India, Ministry of Education, New Delhi, has issued the following orders:-	5. The Government of India, Ministry of Education, New Delhi, has issued the following orders:-	6. The Government of India, Ministry of Education, New Delhi, has issued the following orders:-	7. The Government of India, Ministry of Education, New Delhi, has issued the following orders:-	8. The Government of India, Ministry of Education, New Delhi, has issued the following orders:-	9. The Government of India, Ministry of Education, New Delhi, has issued the following orders:-

Page Two of
QUOTATION SUMMARY ISSUED BY

The Van Wert Wholesale Peony and Iris Gardens
Van Wert, Ohio.

Variety	Number Quotations Received	Number Divisions offered	Q U O T A T I O N . High . Low . Average.
Mrs. C. S. Minot - - - - -	4	6	\$30.00 \$20.00 \$27.00
Mrs. Edouard Doriat - - - - -	1	2	25.00 25.00 25.00
Mrs. Edward Harding - - - - -	7	33	30.00 12.50 18.00
Mrs. Shaylor Force - - - - -	2	17	10.00 6.00 8.00
Modella - - - - -	0	0	-----
Nancy Dolman - - - - -	0	0	-----
Nell Shaylor - - - - -	1	1	10.00 10.00 10.00
Nina Secor - - - - -	6	34	10.00 5.00 8.58
Philippe Rivoire - - - - -	4	33	12.00 8.00 9.62
Phyllis Kelway - - - - -	5	13	6.00 3.50 6.05
President Wilson - - - - -	6	10	40.00 20.00 30.00
Pride of Essex - - - - -	4	12	5.50 5.00 5.12
Pride of Langport - - - - -	6	26	5.00 2.75 4.08
Raoul Dessert - - - - -	6	17	7.00 5.00 5.75
Richard Carvel - - - - -	14	218	5.00 2.50 3.43
Rose Shaylor - - - - -	2	2	20.00 18.00 19.00
Sarah K. Thurlow - - - - -	4	17	20.00 10.00 16.25
Solange - - - - -	15	120	6.00 1.75 3.32
Souv. de Louis Bigot - - - - -	5	26	5.00 3.50 4.10
Tamatbako - - - - -	3	104	20.00 12.00 15.66
Theresa - - - - -	14	472	(*) 4.00 2.00 2.92
Thomas C. Thurlow - - - - -	3	7	25.00 20.00 23.33
Tokio - - - - -	4	16	5.00 4.50 4.87
Tourangelle - - - - -	9	78	4.00 1.50 2.61
Walter Faxon - - - - -	13	234	5.00 2.50 3.50
W. F. Christman - - - - -	6	18	15.00 3.00 7.75
William F. Turner - - - - -	4	37	3.00 1.75 2.68
Wilton F. Lockwood - - - - -	7	17	12.00 6.00 8.85

Greatest number of quotations received on one variety - 15.

(*) Greatest number of divisions offered of any variety
472 of Theresa. The high quotation on this variety was
\$ 4.00, low \$ 2.00 and average \$ 2.92.

Total number divisions offered , all varieties 2436

PLANTING SPECIALS FOR THE WEEK OF NOVEMBER 17TH
ACCOMPANYING BULLETIN NUMBER 12.

In order to give the small grower an opportunity to stock Peonies that are yet comparatively scarce, we offer varieties in this week's specials that give exceptional values at the prices quoted (compare the retail value with the prices listed below) and we believe every variety has sufficient merit to warrant an investment. Quotations are for three to five eye divisions of good healthy stock offered for immediate delivery. No less than five divisions of a variety furnished on an order, and to secure as wide a distribution of this surplus as possible, we will limit all orders to five divisions of a variety. Order as many varieties as you wish, but no more or less than five divisions of a kind.

TERMS- Cash with order, transportation charges to be paid by purchaser.
A second choice is advisable.

THE VAN WERT WHOLESALE PEONY AND IRIS
GARDENS, VAN WERT, OHIO.

Quantity	Variety	Amount	Quantity	Variety	Amount
	Candeur, delicate silvery pink, \$ 2.25 each			Mme. Benoit Reviere, delicate pink of good size, \$1.00 ea	
	Emile Hoste, fine white of good size, \$ 1.25 each			Mme. Francois Toscanelli, delicate pink of good quality, \$ 1.50 each	
	Etta, a favorite this year Fine late pink, 75¢ each			Poete F. Mistral, an early pink of merit, \$ 2.00 each	
	Lucy E. Hollis, an attractive late pink, \$1.25 each			Souv. de Francois Ruitton, Bright cherry red, free bloomer, \$ 1.00 each	
	Mlle. Jeanne Reviere, delicate pink, fragrant \$ 1.00 each			Sops of Wine, one of our best late reds, \$1.50 each	

The Van Wert Wholesale Peony and Iris Gardens,
Van Wert, Ohio.

Gentlemen:

Enclosed find (check, money order) for \$ _____. Please send me Peonies as noted above. If sold out of any varieties, my second choice would be

Give complete shipping instructions

"The early order gets first choice"

